A8140-1

PAPER MERCHANT SALES REPORT - - NATIONAL PAPER TRADE ASSOCIATION - - FEBRUARY 1991

| Regions | SALES CHANGES - - - 2/91 to 2/90 | SALES PER SELLING DAY 2/91 to 1/91 | 1991 YTD to 1990 YTD | AR days (DSO) at month end 2/90 | 2/91 | Inventory at month end 2/90 | 2/91 |
|---|---|---|---|---|---|---|---|
| INDUSTRIAL | | | | | | | |
| REGION 1 | 2.6 | .2- | 4.7 | 40 | 41 | 65 | 57 |
| REGION 2 | 2.7- | 1.9 | .7- | 40 | 41 | 68 | 58 |
| REGION 3 | 1.1- | 2.1 | .5 | 38 | 36 | 65 | 62 |
| REGION 4 | 4.6- | 3.3- | 1.1 | 36 | 38 | 55 | 58 |
| REGION 5 | 4.0 | 4.0- | 4.2 | 33 | 34 | 58 | 58 |
| REGION 6 | 5.9- | 2.8- | 7.6- | 39 | 41 | 71 | 65 |
| REGION 7 | 2.3 | 1.0 | 4.2 | 33 | 34 | 63 | 59 |
| REGION 8 | 4.4- | 3.4- | .2- | 35 | 36 | 64 | 58 |
| REGION 9 | 2.8- | 4.0- | 1.7- | 35 | 37 | 52 | 51 |
| NY METRO | 11.4 | 10.8 | 6.8 | 46 | 48 | ** | ** |
| CHICAGO METRO | 4.0 | 3.2 | 2.1 | 39 | 41 | 68 | 60 |
| LA METRO | 1.4 | .4 | .7 | 41 | 40 | 64 | 63 |
| UNITED STATES | .6- | .1 | .7 | 37 | 38 | 61 | 58 |
| PRINTING | | | | | | | |
| REGION 1 | 2.5 | 6.2 | .2- | 43 | 46 | 48 | 49 |
| REGION 2 | 6.3- | 2.3 | 2.2- | 42 | 46 | 60 | 66 |
| REGION 3 | 5.1- | 5.5 | 4.2- | 39 | 39 | 71 | 81 |
| REGION 4 | 1.5- | 3.8- | 1.5 | 40 | 43 | 62 | 65 |
| REGION 5 | 4.4 | 3.6- | 5.0 | 36 | 37 | 69 | 77 |
| REGION 6 | .3 | .9 | 1.9 | 38 | 39 | 72 | 71 |
| REGION 7 | .7- | 1.6- | 5.6 | 36 | 38 | 60 | 56 |
| REGION 8 | 12.4- | 1.1 | 3.4- | 36 | 36 | 63 | 64 |
| REGION 9 | 10.6 | 4.3 | 6.6 | 35 | 38 | 51 | 62 |
| NY METRO | .9- | 9.7 | 1.0 | 46 | 43 | 66 | 57 |
| CHICAGO METRO | 8.1- | .4- | 2.8- | 39 | 42 | 69 | 67 |
| LA METRO | 4.8 | 1.1- | 4.6 | 39 | 37 | 72 | 77 |
| UNITED STATES | 2.9- | 1.3 | .4 | 40 | 40 | 65 | 68 |

*SALES CHANGES*. INDUSTRIAL sales show a smaller decrease, with the PPI (Producer Price Index) just above 1%. Region 6 remains the worst performer. PRINTING sales had a sharp drop after three months of fairly good increases. The printing PPI remains just barely positive. *DAYS OUTSTANDING* for February show no unusual trends. *INVENTORY DAYS* are lower than at the end of January; this is the same pattern as in previous years.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
7: AR, LA, MS, OK, & TX (& W. Tenn)
9: AK, ID, OR, & WA

* 2: DE, DC, MD, NJ, NY, & PA
4: KY, OH, MI, & WV
* 6: AZ, CA, HI, NM, NV, & UT
* 8: IL, IN, MO, & WI
* Excluding metro areas

NY Metro: NY; New York City, Long Island, & Westchester County - NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union. Chicago Metro: IL; Chicago & counties of Cook, DuPage, & Lake - IN; Lake county. LA Metro: Los Angeles, San Diego, & counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino